

Message Text

CONFIDENTIAL

PAGE 01 QUITO 02348 112035Z
ACTION EB-08

INFO OCT-01 ARA-10 ISO-00 SOE-02 AID-05 CEA-01 CIAE-00
COME-00 DODE-00 DOE-15 H-01 INR-10 INT-05 L-03
NSAE-00 NSC-05 OMB-01 PM-05 ICA-11 OES-07 SP-02
SS-15 STR-07 TRSE-00 ACDA-12 /126 W
-----086998 121214Z /17

R 111930Z APR 78
FM AMEMBASSY QUITO
TO SECSTATE WASHDC 7894
INFO AMEMBASSY SAN SALVADOR

C O N F I D E N T I A L QUITO 2348

E.O. 11652: GDS
TAGS: EAID, ENRG, EC, ES

1. BEGIN UNCLASSIFIED. CEPE (THE STATE PETROLEUM CORPORATION)
AND CONAPE (THE NATIONAL PETROLEUM COMMISSION OF EL SALVADOR)
RECENTLY REACHED AN AGREEMENT UNDER WHICH CEPE WILL PROVIDE
TECHNICAL ASSISTANCE TO CONAPE IN THE FIELDS OF EXPLORATION,
REFINING, MARKETING, AND TRANSPORTATION OF HYDROCARBONS.
CEPE WILL ALSO ADVISE CONAPE ON CONTRACT MODELS AND CONTROL
MECHANISMS FOR INTERNATIONAL BIDDING.

2. CONAPE IS REPORTEDLY INTERESTED IN PURCHASING CEPE CRUDE
FOR ITS REFINERIES IN EL SALVADOR. CEPE, WHICH HAS LOST
ALMOST ALL OF ITS MARKETS ON THE WEST COAST OF NORTH AND
SOUTH AMERICA IN RECENT MONTHS, IS UNDOUBTEDLY INTERESTED
IN PROVIDING TECHNICAL ASSISTANCE IN EXCHANGE FOR THE
PURCHASE OF CRUDE. END UNCLASSIFIED.

3. BEGIN CONFIDENTIAL. THE NOTION OF CEPE GIVING TECHNICAL
ASSISTANCE TO ANYBODY PROVOKED DISBELIEF AND DERISIVE
LAUGHTER FROM THE LOCAL POPULACE, WHO ARE ALL TOO
FAMILIAR WITH THE PROVEN INEPTITUDE OF CEPE IN VIRTUALLY
EVERY FIELD OF PETROLEUM ENDEAVOR. A TYPICAL REACTION:
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PAGE 02 QUITO 02348 112035Z

"THIS WOULD BE LIKE PERU GIVING US ECONOMIC ADVICE".
END CONFIDENTIAL.
CORR

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Draft Date: 11 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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